

Figure 1

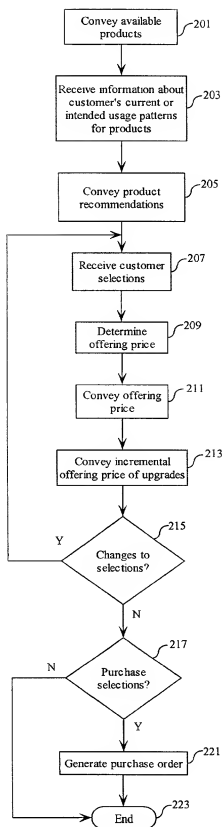


Figure 2

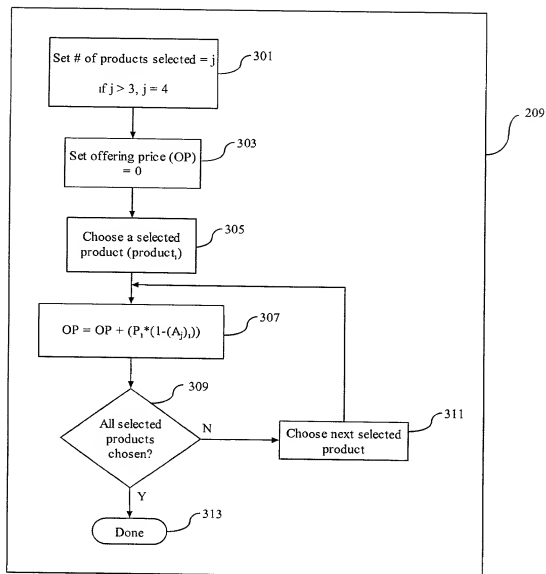


Figure 3

		401 P_i	403 $(A_2)_i$	405 $(A_3)_i$	407 $(A_4)_i$	409	
		Product	Base Price (\$)	2 Item Discount Rate	3 Item Discount Rate	4 or More Item Discount Rate	
411 413 Hardware		Telephone 1	20.00	5%	7.5%	10%	$i = 1$
		Telephone 2	80.00	10%	15%	20%	$i = 2$
		Pager	6.00	10%	15%	20%	$i = 3$
		Cell Phone 1	70.00	5%	7.5%	10%	.
		Cell Phone 2	125.00	10%	15%	20%	.
415 Services		Local Telephone Service	13.00/month	5%	7.5%	10%	.
		Call Waiting	6.00/month	10%	25%	40%	.
		Caller ID	6.00/month	10%	25%	40%	.
		Voice-mail	7.00/month	10%	25%	40%	.
		Long Distance 1	0.40/minute	5%	7.5%	10%	.
		Long Distance 2	4.95 + 0.07/minute	5%	7.5%	10%	.
		Long Distance 3	10.00 + 0.05/minute	5%	7.5%	10%	.
		International Long Distance	0.75/minute	10%	15%	20%	.
		Cellular Service 1 250 min + 0.20/min thereafter	30.00/month	5%	7.5%	10%	.
		Cellular Service 2 500 min + 0.20/min thereafter	50.00/month	5%	7.5%	10%	.
		Cellular Service 3 1000 min + 0.20/min thereafter	70.00/month	5%	10%	15%	.
		Paging Service	10.00/month	20%	35%	50%	$i = 17$
		Dial-up Internet Service	15.00/month	5%	7.5%	10%	$i = 18$
		DSL Internet Service	50.00/month	10%	15%	20%	$i = 19$

Figure 4